

Message Text

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67

ACTION COME-00

INFO OCT-01 EA-11 ADP-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 RSR-01 /086 W

----- 047544

R 110120Z JUL 73

FM AMCONSUL SYDNEY

TO SECSTATE WASHDC 4700

INFO AMEMBASSY CANBERRA

AMCONSUL MELBOURNE

UNCLAS SYDNEY 1664

FOR COMMERCE/EXPORT CONTROL

E.O. 11652: N/A

TAGS: ESTC, AS

SUBJ: P.L. CHECK - ITEL CORP. (SAN FRANCISCO,
CALIF).

REF: A. STATE 131662; B. SYDNEY 1603; C. MELBOURNE 0485

1. CONGEN HAS RECEIVED LETTER FROM JOHN B. DIER,
MANAGING DIRECTOR, DIER COMPUTER CORPORATION LTD,
REGARDING PENDING EXPORT LICENSE APPLICATION FOR ITEL.
COPY OF LETTER AIRMAILED EXCON TODAY. KEY POINTS BELOW:

2. QUOTE OUR ORIGINAL APPLICATION IDENTIFIED THE STATE
ELECTRICITY COMMISSION OF VICTORIA, MELBOURNE, AUSTRALIA,
AS THE INTERMEDIATE CONSIGNEE. AT THAT TIME THE STATE
ELECTRICITY COMMISSION HAD INVITED TENDERS FOR COMPUTER
EQUIPMENT AND WE HAD RESPONDED OFFERING ITEL EQUIPMENT.
SINCE THE SECV HAD NOT FINALLY DETERMINED THE SUPPLIER
OF THEIR COMPUTER EQUIPMENT REQUIREMENTS, THEY WERE
UNABLE TO MAKE ANY FIRM COMMITMENT AS TO THEIR ACCEPTANCE,
OR OTHERWISE, OF ITEL EQUIPMENT.

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3. SINCE THE ITEL PRODUCTS ARE A NEW MARKET, AND WE

BELIEVE AN IMPORTANT ONE, FOR THIS COMPANY, I DETERMINED AT THAT TIME THAT REGARDLESS OF WHETHER WE WERE SUCCESSFUL IN PLACING ITEL EQUIPMENT WITH SECV, IT WAS NECESSARY FOR US TO HAVE A DEMONSTRATION SYSTEM AVAILABLE IN AUSTRALIA. WE THEREFORE PLACED AN ORDER FOR THE EQUIPMENT WITH ITEL UNDER THE CIRCUMSTANCES OF NOT HAVING A FIRM COMMITMENT FROM SOME OTHER COMPANY TO UTILIZE THAT EQUIPMENT----

4. IN THE EVENT THAT THE SECV DOES NOT ACCEPT OUR EQUIPMENT, WE HAVE A NUMBER OF OTHER AVENUES IN WHICH WE COULD UTILIZE THE ITEL PRODUCTS INVOLVED FOR DEMONSTRATION PURPOSES. I THINK YOU CAN APPRECIATE THAT IF WE ARE GOING TO BE SUCCESSFUL IN MARKETING A LARGE VOLUME OF ITEL PRODUCTS IN THE PACIFIC BASIN, IT IS NECESSARY FOR US TO PROVE CONCLUSIVELY, VIA A LOCAL DEMONSTRATION, THAT THE PRODUCTS WILL WORK EFFECTIVELY IN A CUSTOMER'S ENVIRONMENT. THIS IS THE REASON THAT WE TOOK THE STEP OF IMPORTING THIS EQUIPMENT FOR DEMONSTRATION PURPOSES.

5. I AM SURE YOU WILL APPRECIATE THAT UNDER THE CIRCUMSTANCES IT IS DIFFICULT FOR THE STATE ELECTRICITY COMMISSION OF VICTORIA TO BE SPECIFIC ABOUT THEIR INTENTIONS. HOWEVER, REGARDLESS OF THE FINAL DECISION BY THE SECV, IT IS IMPORTANT TO ALL OF OUR INTERESTS THAT WE HAVE A DEMONSTRATION UNIT AVAILABLE IN AUSTRALIA--UNQUOTE.

6. HAVE NO ADDITIONAL INFORMATION FOR DEFINITE REPLY REQUESTED IN REFTEL (A). DIER ACKNOWLEDGES TO REPORTING OFFICER THAT HIS FIRM HAS NOTHING IN WRITING FROM SEC IN FORM OF COMMITMENT TO TAKE EQUIPMENT.

7. ADVISE. HANNAH

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